FLATWARE

91-01953/

DEFINITION

Flatware are various items stamped out of a veneer strip; the main markets are:

- the ice-cream industry: sticks, spoons
- the medical industry: tongue depressors, spatulas and applicators
- the food service industry: coffee sticks, spoons, forks, toothpicks
- the paint industry: paint mixing paddles

NOTE: The market for Chopsticks, which might also be considered as flatware, has already been reviewed by Steve Kelly (Trade Officer, Commerce & Technology) and is not addressed here. That study concluded that there is a large and growing demand for all grades of chopsticks but the market is highly competitive and dominated by several large and highly automated producers who are located within proximity of plentiful resource supplies.

OBJECTIVE

The objective of this study was to assess the possibility of establishing a flatware industry in N.B.

BACKGROUND

In 1964, John Lewis Industries investigated the viability of setting up a flatware facility in New Brunswick and apparently did not do so due to a lack of guaranteed wood supply.

The issue of a flatware industry for New Brunswick was raised again in 1975 at which time Wilf Crawford (Industry Services Officer) confirmed an adequate supply of white birch. A formal study was reportedly commissioned to define the market opportunities but we have been unable to locate a copy of that study.

SUPPLY

Officials of Timber Management, Department of Natural Resources and Energy, report that 2 million board feet of white birch could be made available annually for flatware production. This would consist of 1 million board feet from Crown lands and 1 million board feet from freehold lands.

SUITABILITY

The suitability of white birch for flatware production has been confirmed by John Melynk (Sector Specialist, Converted Wood & Paper; Industry, Science & Technology, Ottawa), Bill Butler (New Brunswick Forest Products Commission), Wang Park (a chopstick manufacturer in Regina) and John Lewis Industries (Canada's largest flatware manufacturer).

Bill Butler revealed that white birch is being used by Hardwood Products in Gilford, Maine to make tongue depressors, surgical scrapers, popsicle sticks, etc. He also mentioned that, although it involves a different manufacturing process, Pride Manufacturing (Maine) makes 90% of the wooden golf tees in North America as well as napkin rings, rake handles, salt and pepper shakers, etc. Apparently Pride uses in the vicinity of 6,000 cords of white birch per year and employees 200 people.

Wang Park (Western General Trading Ltd.) claims that while white birch is not as suitable for chopsticks as poplar, which is whiter and cheaper, it would be suitable for tongue depressors and ice-cream sticks because they are higher priced items and not as color sensitive as chopsticks. Samples of N.B. white birch, were forwarded to Mr. Park who agreed to experiment with it. Unfortunately Mr. Park now refuses to return the wood or any products he may have cut from it.

A brochure from John Lewis Industries Ltd. tells us that white birch is definitely suitable for flatware, because of its good clean color, strength, polishing facility, etc.

Literature from John Lewis Industries also indicates the importance of utilizing 100% of the raw material. Once they stamp products from the veneer sheet, the remaining wood waste is converted into wood chips, which is sold to the pulp and paper industry.

MARKETS

We have attempted to identify existing manufacturers and estimates of the market size in Canada, the U.S.A. and Europe. To estimate the market size, we contacted Statistics Canada and U.S. Statistics.

This effort was not highly enlightening as flatware is sometimes included in basket categories with a broad range of other items.

Nevertheless U.S. statistics indicated the following import volumes:

- 4421.90.50.00 (1989) $4,764,658 (toothpicks)
- 4421.90.60.00 (1989) $9,555,320 (skewers, candy sticks, ice-cream sticks, tongue depressors, drink mixers and similar small wares)

Canadian statistics indicate the following import volumes:

- 4421.90.90.30 (1989) $ 973,000 (toothpicks)
- 4421.90.90.93 (1989) $ 163,000 (sticks, confectionary)

Canadian export statistics are not available beyond 4421.90.90

Additional information on manufacturers and markets follows.

Canada: A number of local enquiries revealed John Lewis Industries to be the source of medical products, stir sticks and confectionary sticks. This company sells both via distributors and direct to the final customer. John Lewis employs 225 people, has sales of $11,000,000 and exports to 42 countries all over the world, including many European countries. The Company's full line of products includes: disposable medical/surgical instruments; wooden paint mixing paddles; wooden confectionary sticks; and, other wooden utensils.

Other Canadian manufacturers identified through B.O.S.S. are:

Company	Employees (Source: Scott's)	Sales Range ($)	Products
A-1 Hygenic Products Factory Inc. 1000 Parker Street Vancouver, B.C. V6A 2H2 (604) 253-0711 (Albert Ng) Established 1988	3	1,000-99,000 (total)	- sticks, confectionary, wood - toothpicks - splints, match, wooden - disposable medical/surgical instruments - paper end products, nes
Western General Trading Ltd. P. O. Box 643 Regina, Sask. S4P 3A3 (306) 569-1626 Established 1984	(10-20)	200,000-499,000 (total) 200,000-499,000 (export)	- sticks, confectionary, wooden - tongue depressors - toothpicks - matches - chopsticks

Keenan Industries Ltd. P. O. Box 158 Owen Sound, Ont. N4K 5P3 (519) 376-2310 Established 1989 Subsidiaries: Canadian Foliage Co., Owen Sound	50	1,000,000-4,999,000 (total) 200,000-499,000 (export)	- sticks, wooden, nes - toothpics - wire products - decorations, christmas, artifical - wreaths, decorative, memorial - flowers, dried - wire goods
Les Chevilles de l'est Inc. St. Augustin-Woburn Quebec G0V 1R0 (819) 544-2481 Established 1984	12	500,000-999,000 (total) 200,000-499,000 (export)	- plugs, wooden - dowels, wooden - sticks, wooden, nes
Centre de travail de Charlevoix Inc. Baie-St-Paul, Que. G0A 1B0 (418) 435-3682 Established 1970	37	500,000-999,000 (total)	- kitchen accessories, wood - stir sticks - stakes, wood - drafting tables, wooden - millwork - household cabinets and furniture - paddles, paint mixing, wooden - furniture component stock
L. Tanguay Inc. 333-9E Ave. Sud Sherbrook, P.Q. J1G 2R2 (819) 822-4140 Established 1986	12		- toothpicks - stir sticks - wood products - paper products, converted

Hubberts Industries	4	- meat by-products
7210 Torbram Road		- shortening
Mississauga, Ont.		- cooking oils
L4T 3L7		- paper boxes
(416) 678-7535		- stir sticks
Established 1899		- wood products

From the table above, we can see the following relationships between the number of employees and sales.

3	$ 100,000
10-20	$ 500,000
12	$ 1,000,000
37	$ 1,000,000
50	$ 5,000,000
225	$11,000,000

(Note Les Chevilles de l'est Inc. appears low at 12 - $1,000,000 and the 50 employees at Keenan Industries produce things other than wooden flatware).

We asked several of these companies for brochures, but none have been forthcoming.

United States of America: In the U.S. there are a number of manufacturers. In North Eastern U.S. Solon Manufacturing Co. Ltd. is the largest.

According to Pete Lammert (Utilization Forester, Maine Forest Services) Solon uses 5-9 million board feet of white birch a year.

Other U.S. manufacturers of wooden spoons and sticks include:

- Creative Flavors, Inc.
  P. O. Box 537
  Chagrin Falls, Ohio 44022
  Tel: (216) 543-9881
  Fax: (216) 543-8707

- Forster Manufacturing Co., Inc.
  P. O. Box 657
  Wilton, Maine 04294-0657
  Tel: (800) 341-7574
  Telex: (510) 199-4318

- Hardwood Products Co.
  School Street
  P. O. Box 149
  Guilford, Maine 04443
  Tel: (800) 321-2313
  Fax: (800) 323-4153

- International Dairy Equipment Associates, Inc.
  44 South Broad Street
  Nazareth, Pennsylvania 18064
  Tel: (215) 759-1228
  Fax: (215) 759-3195

- Solon Manufacturing Company, Inc.
  P. O. Box 285
  Ferry Street
  Solon, Maine 04979
  Tel: (800) 341-6640
  Fax: (207) 643-2738

- U.S. Stick Corp.
  Air Industrial Park
  Rhinelander, Wisconsin 54501
  Tel: (800) 442-8211
  Fax: (715) 369-9200

According to Mr. Lammert, most of the mills in Maine have their markets in North America and some export.

We sent a fax to the Canadian Embassy in the U.S. to ask for any information they could provide concerning:

- the nature of demand of flatware
- the value of imports/exports
- pricing
- names, addresses and fax numbers of suitable agents, brokers and distributors

The Embassy did respond, but the information provided was not particularly helpful.

Europe: The same fax was sent to the embassies in: West Germany, England and France. The responses are in brief.

France: The items asked for did not appear in French external trade statistics. Imports/exports fall under "miscellaneous wood products" a basket category. There are four manufacturers in France. Demand is small. They referred to John Lewis Industries.

West Germany: Forwarded lists of German manufacturers of ice-cream and German importers/distributors of disposable medical products. The main competitors for these items are Scandinavian countries.

England: Most if not all of the items occupy relatively small niches in separate markets, most of which are well served by domestic or European suppliers. The market for toothpicks is dominated by retail chemists sourced from a European supplier. The main market for tongue depressors is through the national Health Services (NHS).

Drink mixers are fairly uncommon and usually made of plastic.

Attached a list of ice-cream manufacturers and potential agents for tongue depressors. Believes flatware products would be free of duty but would require written confirmation from Customs and Excise.

Dr. Claudia Schulz (Investment & Immigration, Hamburg, West Germany) was asked about the European market for flatware. She provided the following information.

In Germany there are 2-3 manufacturers who mainly use beech and only to a certain extent birch. According to Wilf Crawford the Canadian white birch is of similar quality to the European beech.

None of the distributors she contacted were aware of John Lewis Industries. They either purchase their supply from German manufacturers or from Asia.

B. Brawn Melsungen, a medical devices manufacturer with a market share of 10% in Germany, expressed an interest in other sources/partners which could guarantee them:

- supply of good quality finished products, or
- long term consistent supply of wood.

Subsequent contact with this company suggests they are interested only in distributing, not manufacturing flatware. This is in the process of being clarified.

As to the expectations of future use of wooden and plastic flatware in Europe, there appears to be an overall preference towards wood due to the growing awareness of environmental problems associated with plastics.

Dr. Schultz also forwarded information from the Canadian Embassy in the Netherlands. The opinion of the Commercial Officer there is that the market for tongue depressors is already quite well supplied and opportunities for a Canadian exporter would depend on the ability to produce large quantities and sell them at a low enough price to compete with Far Eastern sources. The full response is attached.

LITERATURE

A literature search yielded little information.

- The Wall Street Journal: "End of An Era: Toothpicks Fall Out of Favor". Since the end of World War II, when there were 20 U.S. producers, the number of domestic toothpick makers has dropped to just three major concerns.

- Oregon Business: "The Value Added Timber Solution". This study cited an opportunity for niche products such as disposable chopsticks, tongue depressors and frozen desert sticks.

- A third article which may provide market information pertaining to tongue depressors is on order through the Legislative Library.

CONCLUSION

A great deal of information on the market for flatware is not readily accessible. It appears that there are a number of large North American manufacturers who operate in a highly competitive marketplace along with Asian companies. At the same time it appears that a number of small manufacturers have found a way to exist. Site visits to a number of these smaller companies would appear to be called for to develop an understanding of their operating perameters and potentially, their markets.

APPENDIX

Contacts

Wholesalers, Distributors

Manufacturers in Maine

Fax to Embassies

Answers from Embassies

Answer from Claudia Schultz

CONTACTS

- Wilf Crawford, Industry Services Officer, Commerce & Technology (506) 453-2727
- Bill Butler, New Brunswick Forest Products Commission (506) 452-6930
- John Melynk, Sector Specialist, Converted Wood & Paper, Industry Science & Technology, Ottawa (613) 954-3029
- Wang Park, Western General Trading Ltd., Regina (306) 569-1626
- Dr. Claudia Schultz, Investment & Immigration, Hamburg, West Germany (011-49-40-333-05-837) (506) 453-3981
- Pete Lammert, Utilization Forester, Maine Forest Service (207) 289-4995
- Keith W. Morley, Reichold Ltd., Forest Products Research Society, Eastern Region, (705) 474-7460

WHOLESALERS:

(H) Medical Devices Canada (416) 620-1915

(G) Hotel and Restaurant Suppliers Assn. Inc. (514) 334-5161

(I) Brookfield Ice-Cream Ltd. (709) 576-1330
> John Lewis Industries

(G) Atlantic Wholesalers Ltd. (506) 536-1860; Moncton (506) 857-2180
> Price Daxion, Dieppe (506) 857-8837
> John Lewis Industries

(I) Canadian Dairy and Food Industries Suppliers Assn. (416) 939-2545
> John Lewis Industries
> Popsicle Industries, Burlington, Ont. (416) 681-1103 (Dan Cooney)
> John Lewis Industries Ltd.

(H) Dr. Everett Chalmers Hospital, Fredericton (506) 452-5900 - Stores (506) 452-5001
> Baxter Labs, Moncton (506) 857-0600 (Christa Sinton)
> Solon Manufacturers, Maine
> Cody Food Equipment 857-8921 (Jim Morris)
> John Lewis Industries Ltd.

(H) Surgo (Surgical Supply) 1-800-263-7402
> John Lewis Industries

(H) Braco, Saint John (506) 632-6660 (Earl Branscombe)
> John Lewis
> Popsicle Industries
> Chile

(H) G.A. Hardie & Co. Ltd., Toronto, Ont. (416) 259-8461
> John Lewis
> A.M.G. Medical, Montreal, Que. (514) 737-5251, 1-800-361-2210
> China (one exporter)

(H) Medical Mart Supplies Ltd., Mississauga, Ont. (416) 276-4800
> A.M.G. Medical, Montreal, Que. (514) 737-5251

(I) = Ice-Cream Industry
(G) = General Flatware
(H) = Hospital

MANUFACTURERS IN MAINE (207):

Diamond International, Oakland (E. R. Drummond)		465-2526/562-4221
Forester Mfg. Co., Wilton (Herbert Niel)		645-2574/645-2674
Hardwood Products Co., Guilford (Mike Whalen)		876-3311
Hinkley Woodworking, Kingfield (Ray Hinkley)		265-4211
Houlton International Co., Houlton		532-2257
Maine Dowel Corporation, Farmington		778-6586
Mattawamreag (Danell Toothaber)		736-3011
Newton & Tebbets Inc., West Bethel	(Roy Newton)	836-3211/236-2336
Pearey Mfg Co., East Eddington (Rodney Buswell)		843-7861
Pride Mfg		
Saunders Brothers, Westbrook		854-2551
Solon Mfg Ltd., Solon (Forest Weston)		643-2210
Strong Wood Products Inc.		
Subsidiary Co., Wood TEC Inc., North Anson		635-2200
United Timberlands Co., Dixfield		

GOVERNMENT OF NEW BRUNSWICK
DEPARTMENT OF COMMERCE AND TECHNOLOGY
TELEX 014-46100
FAX 1-506-453-7904

GOUVERNEMENT DU NOUVEAU-BRUNSWICK
MINISTÈRE DU COMMERCE ET DE LA TECHNOLOGIE
TELEX 014-46100
Télécopie 1-506-453-7904

P O Box / C P 6000
Fredericton
Canada
E3B 5H1

WHEN REPLYING, PLEASE REFER TO OUR FILE NO
DANS VOTRE RÉPONSE, INDIQUEZ NOTRE N° DE RÉFÉRENCE

June 20, 1990

Mr. Charles C. G. Trevor
Commercial Officer
Canadian High Commission
Macdonald House
One Grosvenor Square
London W1X 0AB
England

FAX: (011-44-71) 491-3968

Dear Mr. Trevor:

SUBJECT: Wooden flatware items including: toothpicks; skewers; ice-cream sticks; tongue depressors; drink mixers; and, similar small wares

The Department of Commerce and Technology on behalf of the Government of New Brunswick is evaluating the market for wooden flatware.

We would very much appreciate receiving from you any information you can provide concerning:

- the nature of demand for these products in your country
- the value of imports/exports of these products to/from your country
- existing manufacturers in your country
- pricing of these products in your country
- names, addresses and fax numbers of suitable agents, brokers and distributors of these products to your market

Thank you most kindly for your assistance in this regard. I look forward to your earliest possible reply.

Respectfully,

Patricia MacKenzie

Patricia MacKenzie
Marketing Services Officer
FAX: 1-506-453-5428

/dr

cc Wilf Crawford

Canadian Embassy

Ambassade du Canada
501 Pennsylvania Ave., NW
Washington, D.C. 20001
Tel.: (202)-682-1740

August 16, 1990

Dept. of Commerce
& Technology

AUG 28 1990

Industrial Development
Branch

Ms. Patricia MacKenzie
Marketing Services Officer
Government of New Brunswick
Department of Commerce & Technology
P.O. Box 6000
Fredericton, NB
CANADA E3B 5H1

Dear Patricia:

Re: Wooden Flatware Items: Toothpicks, Skewers, Ice-cream sticks; Tongue depressors; Drink Mixers

I acknowledge receipt of your letter dated June 20, 1990 addressed to my colleague, Birgit Matthieson and referred to me for a reply. Please find enclosed a list of national manufacturers of these items, foodservice distributors in our region and additional reference sources contained in the attached industry outlook. Directories of medical manufacturers' products and health care purchasing organizations (tongue depressors) are also enclosed. I trust you will find this information helpful for your market survey on wooden flatware items.

The Embassy's Trade Promotion & Investment Development Section is committed to a full program of export counseling and trade promotion activities, primarily to assist Canadian manufacturers seeking distribution and sales of their products in our mid-Atlantic region, i.e. Delaware, Maryland, Virginia, eastern Pennsylvania and the District of Columbia. I regret that these activities and limited resources prevent me from researching the national data you have requested in any depth, although I have attempted to do this to the extent possible.

However, if you know of any New Brunswick companies with a production capability and export-ready terms seeking distribution for these or any other products in our region, please do not hesitate to have them contact us.

Sincerely,

Cynthia Stevenson
Commercial Officer
(Food/Ag & Consumer Products)

Enclosure

cc: EAITC/UTD

Canadian Embassy
Economic and Commercial Division

Ambassade du Canada
Direction Economique et Commerciale

35 avenue Montaigne
75008 PARIS France
Téléphone: (33-1) 47.23.01.01
Téléfax: (33-1) 47.20.19.44
Télex: 280806F

CB/DD
339 RK1271

FACSIMILE

DATE July 6/90 FAX N° WITD 1271

TO GOVERNMENT OF NEW BRUNSWICK, Dept. of Commerce & Technology, P.O. Box 6000, FREDERICTON, N.B.

ATTN Patricia MacKENZIE, Marketing Sces Mgr

FAX: (506) 453.5428 TEL:

FROM Chantal BALAS, Commercial Officer

REF. Your fax June 20/90

------ Wooden Flatware Items

MESSAGE Regret to advise that toothpicks, skewers, ice-cream sticks, tongue depressors, etc. do not appear in French external trade statistics. Imports/exports fall under "Miscellaneous wood products" basket position. There are four manufacturers of these items in France.

The demand is small. Last time we received an enquiry for these products was in 1985. At that time we referred it to JOHN LEWIS INDUSTRIES in Montreal which appeared to be the only Canadian manufacturer of this type of products.

We would be pleased to make enquiries in the local trade to further assess the market, but for doing so we would appreciate receiving the name(s) and address(es) of the N.B. manufacturer(s) in position to export to Europe and his C.I.F. prices.

Regards

SIGNATURE Ch. Bala

Fax: (33-1) 47.20.19.44

NUMBER OF PAGES SENT (including this page): 1

Canadian Consulate General

Tel: 0211 - 35 34 71
Tlx: 858 7144 dmcn d
Fax: 0211 - 35 91 65

Consulat Général du Canada

Immermannstrasse 65D
D-4000 Duesseldorf 1

July 21, 1990 SR/sw

DEPT. OF COMMERCE
& TECHNOLOGY

JUL 30 1990

Government of New Brunswick
Department of Commerce and TEchnology
P.O. Box 6000
Fredericton, N.B.
Canada E3B 5H1

Attn: Ms. Patricia MacKenzie
Marketing Services Officer

Our Ref: 850 (please quote)

Dear Ms. MacKenzie,

Referring to your fax of June 20, 1990 attached you will receive the requested list of German distributors and consumers of wooden flatware items.

The main competitors for these items are the Scandinavian countries.

Hoping to have been of assistance to you, we remain

Yours sincefely,

Stephan Rung
Commercial Officer

Encl.

Canadian Consulate General

Consulat Général du Canada

GERMAN MANUFACTURERS OF ICE CREAM

Langnese-Iglo GmbH
Dammtorwall 15
D-2000 Hamburg 36

Tel: (040) 359-701
Fax: (040) 359-7124

Schoeller Lebensmittel GmbH & Co KG
Bucher Str. 137
D-8500 Nuernberg 90

Tel: (0911) 340-00
Fax: (0911) 3400-382

Warncke Eiskrem GmbH & Co KG
Kreisstr. 60
D-2822 Schwanewede 1

Tel: (04209) 2001
Fax: (04209) 2031

140-23-7-90

Canadian Consulate General

Consulat General du Canada

GERMAN IMPORTERS/DISTRIBUTORS OF DISPOSABLE MEDICAL PRODUCTS

Blumberg & Co Postfach 41 40 D-4030 Ratingen 4	Tel: 02102 - 31 065 Tlx: 858 5157
P.J. Dahlhausen & Co Oberbuschweg 76 D-5000 Köln 50	tel: 02236 - 64 036 Tlx: 888 2971
Effner & Spreine GmbH Hunsdorfer Ring 29 D-1000 Berlin 48	Tel: 030 - 7214 090 Tlx: 183 018
Heiland-Fachversand für Ärztebedarf Albert-Schweitzer-Ring 5 D-2000 Hamburg 70	Tel: 040 - 66 98 70 Tlx: 2174 082
Herzlieb GmbH Kleeberg & Meyer Kulmbacher Str. 31-35 D-8582 Bad Berneck	Tel: 09273 - 6161 Tlx: 642 113
Jordan Gamma Vertrieb GmbH Postfach 14 58 D-7950 Biberach 1	Tel: 07351 - 20 51
Kalff GmbH Postfach 41 05 D-5350 Euskirchen	Tel: 02251 - 62 692 Tlx: 886 9153
LaFontaine & Co KG Wielandtstr. 25 D-7500 Karlsruhe	Tel: 0721 - 60 70 61 Tlx: 7826 804
Dr. Bruno Lange GmbH Koenigsweg 10 D-1000 Berlin 37	Tel: 030 - 80 10 21 Tlx: 183 163
Miro Klinik- und Aerztebedarf GmbH Michael Rothmann Muehlbacher Gasse D-7276 Wiehl-Drabenderhoehe	Tel: 02262 - 35 90
Peter von Berg GmbH Benzstr. 2 D-8011 Kirchheim	Tel: 089 - 90 38 22 Tlx: 5216 464
Medimex Holfeld GmbH & Co Koenigsreihe 22 D-2000 Hamburg 70	Tel: 040 - 6828-810 Fax: 040 - 6844-24

...2

Dr. Petrucci GmbH
Anton-Holtz-Str. 54
D-4005 Meerbusch 1
Tel: 02105 - 70 905
Tlx: 858 5931

C- Petzold Vertriebs GmbH
Nuernberger Str. 55
D-3508 Melsungen
Tel: 05661 - 710
Tlx: 999 444 10

Praximed Vertriebsgesellschaft
fuer Aerztebedarf mbH
Postfach 50 85
D-4018 Langenfeld
Tel: 02173 - 70 080
Tlx: 85 15 922

Servoprax GmbH
Im Buttendicksfeld 5-7
D-4230 Wesel
Tel: 0281 - 53 00 73
Tlx: 812 901

Transatlantic Hospital Supply
Siemensstr. 7
D-6392 Neu-Anspach 1
Tel: 06081 - 80 15
Tlx: 4175 043

Winora eG
Anckelmannstr. 23
D-2000 Hamburg 26
Tel: 040 - 25 10 20
Tlx: 2164 455

TMS Marketing GmbH
Aderstr. 59
D-4000 Düsseldorf 1
Tel: 0211 - 37 02 33
Fax: 0211 - 37 17 69

WIBU GmbH
Postfach 01 729
D-2000 Hamburg 70
Tel: 040 - 69 40 30
Tlx: 212 219

ZMT - Zentralvereinigung
Medizin-Technik e.V.
Sachsenring 89
D-5000 Köln 1
Tel: 0221 - 33 98 195

Aerztebedarf Schmidt
Gurlittstr. 45
D-2000 Hamburg 1
Tel: 040 - 24 33 51

Methatec Ges. für Praxisbedarf mbH
Jedelhausen
D-7910 Neu-Ulm 4
Tel: 07307 - 21 617

H\SR\LIST.880

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RECEIVED

1/4

'90 AUG 13 13:57

Canadian High Commission

Commercial/Economic Division
Macdonald House
1 Grosvenor Square
London W1X 0AB

Haut Commissariat du Canada

Division Commerciale/Economique
Tel: 071-629-9492
Telex: 261592 (CDALDN G)
Fax: 071-409-1473

FACSIMILE TRANSMISSION
(This page plus three)

Ref: XNTD4569

File: 961-39

13 August, 1990

Ms. Patricia MacKenzie, Marketing Services Officer,
Department of Commerce and Technology,
Government of New Brunswick.

Fax No. (506) 453 5428

Dear Ms. Mackenzie,

With respect to your fax dated 20 June, most if not all of the products you mention occupy relatively small niches in separate markets, most of which are well served by domestic or European suppliers.

I have recently done some work on the U.K. market for toothpicks which is dominated by retail chemists such as Boots who sell £ 250,000 worth per year at retail, sourced from a European supplier. I do not believe there is an opportunity here for Canadian suppliers.

Concerning ice cream sticks, I suggest you contact the ice cream manufacturers on the attached list.

Concerning tongue depressors, the main market for these is through the National Health Service (NHS). I shall revert, having taken advice from my colleague who deals with NHS purchasing. I assume your manufacturer is capable of producing sterilized tongue depressors in sterile packaging. I should be grateful to receive your confirmation on this.

Drink mixers in the U.K. are fairly uncommon and usually made of plastic.

Ms. Patricia MacKenzie, Marketing Services Officer,
Department of Commerce and Technology,
Government of New Brunswick

13 August, 1990

Concerning duty, I have made preliminary enquiries with Customs & Excise. For a written opinion (advisable before export commences) I advise your client to write, with samples, to:

H.M. Customs & Excise,
Registry Room 602,
Portcullis House,
27 Victoria Avenue,
Southend-on-Sea,
Essex, SS2 6AL

Attention: Mr. J. Larner

A verbal opinion (not binding) offered by Mr. Larner was that these products were categorized under code 442190 99 0 00, and were free of duty. However, a written confirmation of this is necessary.

I apologize for the delay in replying to your fax and will revert with information on the market for tongue depressors.

Yours sincerely,

Charles C. G. Trevor
Commercial Officer
(Food Products & Building Materials)

cr

ICE CREAM MANUFACTURERS IN THE UK

Allied Foods Ice Cream Co
1 High Street
Rickmansworth
Herts WD3 1ET

Tel: 0923 774331
Tlx: 23428

Arctic-World Frozen Foods
8 North Avenue
Clydebank Business Park
Glasgow G81 2QP

Tel: 041 952 8133
Tlx: 19017975

Birds Eye Walls Ltd
Station Avenue
Walton-on-Thames
Surrey KY12 1NT

Tel: 0932 228888
Tlx: 261255

Capri Dairy Ice Cream Co
5/7 Greenock Road
S.Acton Trading Estate
London W3 8DU

Tel: 01-992 1134

Dairyland Ices (E.Anglia) Ltd
Little Plumstead
Norwich
NR13 5BY

Tel: 0603 720317

Dairy Tops Ltd
Henwood Industrial Estate
Ashford
Kent TN24 8DU

Tel: 0233 27061
Tlx: 965395

Dayville Ltd
78/92 Stamford Road
Tottenham
London N15 4PQ

Tel: 01-801 7331
Tlx: 8955329

Dominics
18 Southend Road
Grays
Essex

Tel: 0375 71584

Franco's Ice Cream
Wetherby Road
Ascot Drive Industrial Estate
Derby

Tel: 0322 42533

Granelli's
Demmings Road
Cheadle
Cheshire

Tel: 061-428 7595

Graveley Frozen Foods Ltd
Wholesale Market
Pontefract Lane
Leeds 9

Tel: 0532 498991
Tlx: 556215

Hortons Ice Cream Co Ltd
61 Palmerston Road
Boscombe
Bournemouth
Dorset BH1 4JE
Tel: 0202 309881
Tlx: 418441

Hulleys Ltd
Sheffield Road
Birdwell
Nr Barnsley
South Yorkshire S70 5TU

Tel: 0226 742521

Just Desserts Ltd
Brunel Drive
Newark Industrial Estate
Newark
Notts

Tel: 0636 73548
Tlx: 378276

Losely Dairy Products Ltd
Estate Office
Guildford
Surrey
GU3 1HS

Tel: 0483 571881
Tlx: 859972 LOSEL G

Lyons Maid Ltd
Glacier House
Bridge Park
Oldfield Lane
Greenford
Middx UB6 0BA

Tel: 01-575 2004
Tlx: 8955495 FREEZOG

McNabs Ice Cream Ltd
Bannerley Road
Garretts Green
Birmingham B33 0SL

Tel: 021 783 2296

Northern Dairies Ltd
161 Upper Newtownards Rd
Belfast
N.Ireland BT4 3JA

Tel: 0232 650341
Tlx: 747724

Ross Foods Ltd
Ross House
Wickham Road
Grimsby
South Humberside DN31 3SW

Tel: 0472 59111
Tlx 5218213

Thornhill Ice Cream
Garstang Road
Cockerham
Nr Lancaster
Lancs LA2 0HA

Tel: 0524 791377

J Thayer & Sons
Dairy Ice Creamery
Wentlogg Road
Rumney
Cardiff CF3 8ED

Tel: 0222 778808
Tlx: 497992 THAYER G

Treat Products Ltd
Manston Lane
Crossgates
Leeds
LS15 8SX

Tel: 0532 601111
Tlx: 55292 TREATS G

Windsor Creameries
Unit 7
The Saltings
Tenby Tel: 0834 2733, Tlx: 262284

Canadian High Commission

Commercial/Economic Division
Macdonald House
1 Grosvenor Square
London W1X 0AB

Canada

Haut Commissariat du Canada

Division Commerciale/Economique
Tel: 071-629-9492
Telex: 261592 (CDALDN G)
Fax: 071-409-1473

22 August 1990
Ref: XNTD5165 (540)
File No: 961-39

FACSIMILE TRANSMISSION

Miss Patricia Mackenzie
Marketing Services Officer
Government of New Brunswick
Department of Commerce & Technology
PO Box 6000
Fredericton
New Brunswick E3B 5H1
FAX NO: (506) 453 5428

Dear Miss Mackenzie

TONGUE DEPRESSORS

Ref my fax of 13 August 1990 XNTD4569, the National Health Service recommend you seek a UK agent if you wish to supply them. They gave me the following names of potential agents, with whom they deal at present:

1. Southern Syringes Services Ltd
   New Universal House
   303 Chase Road
   Southgate
   London N14 6JB
   Tel: 081 882 1971
   Fax: 081 886 7757
   Contact: Barry Jones

2. Henleys Medical
   Brownfields
   Welwyn Garden City
   Herts AL7 1AN
   Tel: 0707 333164
   Fax: 0707 334795
   Contact: Steve Sutton

3. H.M. & S
   Selina's Lane
   Dagenham
   Essex RM8 1QD
   Tel: 081 593 7511
   Fax: 081 595 3835
   Contact: Colin Stevens

2/2

These names were given to me by a Miss Sarah Limmer of the East Anglia Regional Health Authority. Your client should contact the above companies with samples and say that the contact was provided by Miss Limmer via the Canadian High Commission.

Yours sincerely

Charles C G Trevor

Charles C G Trevor
Commercial Officer

Note to receiver: If you find any part of this page illegible please call back on fax no (071) 409 1473 (UK)
Voice contact no: 071 629 9492 ext 3673

Inter-Office Memo
Note Interservices

Date: August 3, 1990
via Telefax (001 506) 453 7904

To: Wilf Crawford
DEPT. OF COMMERCE & DEVELOPMENT
AUG 3
FOOD PROCESSING DIVISION

From: Dr. Claudia Schulz

Copies To: Tony Lampart

Subject: various topics

1. Wooden flatware

- According to several discussions with producers and distributors, it appears that the flatware market in Germany is fairly tight.

- In Germany there appears to be 2 - 3 manufacturers who mainly use beech and only to a certain extent birch.

- Since birch seems to be softer and not as splinter-proofed as beech, especially the German hospital market works mainly with beech.

- None of the German distributors were aware of John Lewis. They either get their supply from German manufacturers or from Asia.

- B. Braun Melsungen, a well known German medical devices manufacturer is also involved in the wooden flatware production. They hired German subcontractors to manufacture the products for them. Braun stated to have a market share of approx. 10 % in Germany. They intend to enlarge their market within Europe, expecting an increase of 10 %. Braun expressed an interest in other sources/partners which could guarantee them
  a) supply of good quality (birch should be absolutely splinter-proofed) and
  b) consistant supply of wood for a long term.
  When New Brunswick could i.e. meet these conditions B. Braun would even consider to establish a production. According to these information, I assume that there must be a certain market niche and unserved demand for wooden flatware.

- As to the future expectations on the use of wooden and plastic flatware there appears to be an overall preference towards wood due to the growing awareness of environmental problems.

- For the U.K. and Holland I have contacted the Embassies for further information. Charles Trevor, High Commission in London, will contact Patricia MacKenzie direct and Chris Rowley, Embassy in Holland, promised to get back to me some time next week.

Recommendation: I would suggest to enter a dialogue with B. Draun Melsungen. The company would not only give us access to the German/European market, it might also be a potential manufacturer or joint venture partner for a production of woodon flatware in New Brunswick!

Please advise, whether you want me to pursue this matter further.

2. Upcoming Weinig-tour

October 7 - 13, 1990
November 11 - 17, 1990

According to my telecon with Wolfgang Schewfzyck, Canadian Consulate General in Düsseldorf, interested New Brunswick companies can inform Mr. Petzold of Weinig AG (Tel. 01149-9341-86-0, complete address see my memo of July 4, 1990) about their participation direct.

Costs of the trip:
DM 1,300.-- = approx. $ 915.-- (0.7 $ = DM 1.--)
including: all ground transportation, accomodations and meals in Germany. The air fare has to be added.

When companies want to apply for PEMD they have to contact ISTC in Moncton.

Please let me know whether there is some interest.

Claudia Schulz

Dr. Claudia Schulz

GOVERNMENT OF NEW BRUNSWICK
[illegible]

GOUVERNEMENT DU NOUVEAU-BRUNSWICK
MINISTERE DU COMMERCE ET DE LA TECHNOLOGIE
TELEX 014-46100
Télécopie 1-506-453-7904

P O Box C P 6000
Fredericton
Canada
E3B 5H1

WHEN REPLYING, PLEASE REFER TO OUR FILE NO
DANS VOTRE REPONSE, INDIQUEZ NOTRE N° DE REFERENCE

90/08/08

Claudia Schultz
Glockengiesserwall, 17
2000 Hamburg
West Germany

Dear Claudia,

We hope to establish a company in central New Brunswick, using the white birch, as per the samples enclosed. We have an annual cut of 2 to 3 million board feet (7092 m3), in standard lumber measurement, to allocate from the crown, to a new company enterprise.

Please follow up.

Yours truly,

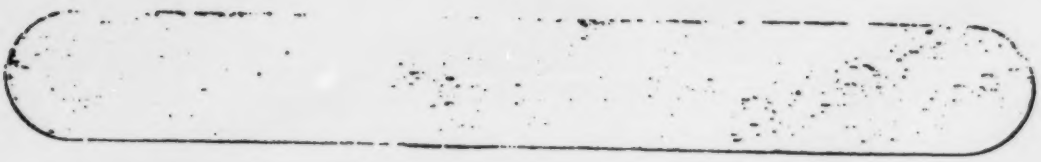
Wilfred Crawford.

Wilfred Crawford
Industry Services Officer

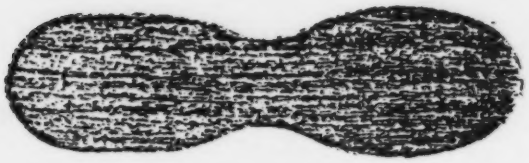
wc/rh

cc. Pat MacKenzie.

LE*D.38/FOOD
90/08/08



Medium Rare



Date:	via Telefax: (001 506) 453 7904 September 17, 1990
	Name and Title / Nom et titre
To:	Wilf Crawford
From:	Dr. Claudia Schulz
Subject:	Wooden flatware + saw mill tender

Inter-Office Memo
Note Interservices

1. Wooden flatware
According to my memo dd. August 3, 1990 I have passed your samples on to B. Braun Melsungen.

Their first impression was positive, from the looks they cannot see any difference between tongue depressors made out of birch and the ones made out of beech.

But to enable them to make definite statements on the product's quality they recommend a product testing on a large scale. B. Braun would be most willing to do this testing and would therefore require approximately 100 packages of tongue depressors (each package including 100 pieces).

Since it appears that they are extremely interested but exclusively in the distribution which they would start tomorrow if we could supply them, I would like you to outline how you intend to persue this project i.e. have you anybody in mind for the production and in what timeframe are you thinking and whether you want me to look for a production company as well.

2. Saw mill tender
As to the information on a saw mill tender you sent me on September 12, 1990 I am wondering what I should do with it because the tender has closed on September 14, 1990. Please advise.

Claudia Schulz

Dr. Claudia Schulz

GOVERNMENT OF NEW BRUNSWICK
DEPARTMENT OF COMMERCE AND TECHNOLOGY
TELEX 014-46100
FAX 1-506-453-7904

GOUVERNEMENT DU NOUVEAU-BRUNSWICK
MINISTÈRE DU COMMERCE ET DE LA TECHNOLOGIE
TELEX 014-46100
Télécopie 1-506-453-7904

P.O. Box / C.P. 6000
Fredericton
Canada
E3B 5H1

WHEN REPLYING, PLEASE REFER TO OUR FILE NO
DANS VOTRE RÉPONSE, INDIQUEZ NOTRE N° DE RÉFÉRENCE

September 21, 1990

Dr. Claudia Shultz
Project Director
Government of New Brunswick
Glockengiesserwall 17
D-2000 Hamburg 1
West Germany

Fax

Dear Claudia:

As per my letter of August 8, 1990, we are interested in establishing a company in New Brunswick to manufacture flatware using our supplies of white birch. We do not currently have a manufacturing facility of this type in New Brunswick therefore I am unable to fulfill your request for 100 packages of tongue depressors.

It would be most appreciated if you could determine whether B. Braun Melsungen (or other companies) would be interested in investing in a manufacturing facility in New Brunswick.

Thank you for your assistance in this regard.

Yours truly,

Wilf Crawford
Industry Services Officer

/dr

GLOCKENGIESSERWALL 27 · 2000 HAMBURG 1
WEST GERMANY
TELEFAX (040) 33515

via Telefax: (001 506) 453 7904

attn: Wilf Crawford

September 18, 1990

Please find enclosed some selfexplanatory information I requested from Holland on wooden flatware.

Kind regards,

Claudia Schulz

Dr. Claudia Schulz

(Manager Hamburg Office
Province of New Brunswick, Canada)

Canadian Embassy
COMMERCIAL DIVISION

Sophialaan 7
Postbox/C.P. 30820
2500 GV The Hague/La Haye
The Netherlands/Pays-Bas

Ambassade du Canada
SERVICE COMMERCIAL

Tel: (0)70 - 3614111
Fax: (0)70 - 3561111

FACSIMILE/TELECOPIE

Date: August 31, 1990

FAX NO: (40)33305858

To/A: Dr. C. Schulz
Project Director
Government of New Brunswick
Glockengiesserwall 17
D-2000 Hamburg 1
West Germany

Our/Notre ref: YWTD 7188
Your/Votre ref:
File/Dossier: 330

Page 1 of/de 10

Dear Dr. Schulz,

Re.: Netherlands Market for Wooden Flatware

Further to our telephone conversation, we regret not having been able to revert earlier regarding information on the above.

As advised, this seems to be a category of product on which statistical market information is difficult to obtain. Official Dutch import and export statistics for these items are buried in the category "Wood Products, Not Otherwise Specified" (#44.21.9099), which covers a wide range of wood products, from gateposts to toothpicks. The rate of import duty on this category of product is, according to our information, zero.

While we shall be pleased to supply import/export statistics for the above category if required, they may not accurately reflect the situation for the specific products in which you are interested.

As far as we have been able to ascertain, no market study has been done on the Dutch market for wooden flatware, nor have we been able to identify a trade association able to supply market information.

Focussing specifically on tongue depressors, as per our last telephone conversation, we have contacted a number of importers/ distributors of medical disposables, a large hospital in the Hague area and the "Apotheek Haagse Ziekenhuizen" which supplies pharmaceuticals and other medical supplies to various hospitals in the area. Information from the above indicates fragmentation of supply, in the sense that no single importer/distributor of medical disposables/supplies is a "key" source of supply. Many companies handle the item but in some cases as a "service" item, in relatively small quantities. While there is some manufacture in The Netherlands (see enclosure), we understand the bulk of supplies are from the

low-wage producing countries in the Far East, such as China, Korea and Taiwan. The European market share seems to be relatively small; one importer informed us he sourced his requirements from West Germany. Our feeling is that the market is already quite well supplied with this item and opportunities for a Canadian exporter would depend on the ability to produce sufficient quantities and market them at a low enough price to compete with Far Eastern sources.

In view of other pressing projects, we have not been able to carry out an exhaustive approach to all relevant local companies regarding the product. We nevertheless attach for your information the following listings, which could be useful should you wish to investigate the Dutch market in greater depth (we shall be pleased to assist in this respect, if required):-

- Manufacturers of Wooden Tongue Depressors and Toothpicks in The Netherlands,
- Some Distributors of Medical Disposables,
- Some Importers/Distributors of Medical Supplies whose Ranges include First Aid/Emergency Kits,
- Some Importers/Distributors of Dental Supplies and Dental Equipment in The Netherlands,
- Some Producers of Ice Cream in The Netherlands.

It should be noted that some of the lists have been compiled in recent months in connection with other enquiries. The producers of ice cream are included in case you wish to investigate interest in wooden ice cream sticks at any stage.

We trust the above is helpful in the first instance. Please let us know if more detailed information is required or if we can assist in exploring market opportunities for specific "flatware" items in more depth.

Yours sincerely,

C.J. Rowley

C.J. Rowley
Commercial Officer

Encl.

SOME MANUFACTURERS OF WOODEN TONGUE DEPRESSORS IN THE NETHERLANDS

Willemstein B.V.
P.O. Box 114
4200 AC GORINCHEM
Tel: (01830)51911
Fax: (01831)31036
Contact: J. Willemstein, General Manager
Note: Manufacturer of various wood products; tongue depressors are a small part of their line.

B. Schilte & Zonen B.V.
P.O. Box 14
3400 AA IJSSELSTEIN
Tel: (03408)81634
Fax: (03408)88768
Contact: B.G.M. Pompe, General Manager

TOOTHPICKS:

B.H. Haank & Zoon
Dames Jolinkweg 66-68
7051 DL VARSSEVELD
Tel: (08352)41456
Contact: H.D. Haank

The Netherlands

Producers of Ice Cream

DMV Campina B.V.
Divisie IJs
6040 AK Roermond
tel (0)4750 92233
fax (0)4750 92330

Davino B.V.
Molenallee 51
7384 AP Wilp
tel (0)5716 1531
fax (0)5716 1576

Iglo-Ola B.V.
P.O. Box 9910
3506 GX Utrecht
tel (0)30 635522
fax (0)30 635711

Okay IJs
Postbus 407
6040 AK Roermond
tel (0)4750 10050
fax (0)4750 15037

Oosterhoutse Zoetwarenfabriek B.V.
P.O. Box 91
4900 BC Oosterhout
tel (0)1620 51000
fax (0)1620 50988

IJsfabriek "De Valk" B.V.
Reggeweg 15
7447 AN Hellendoorn
tel (0)5486 54385
fax (0)5486 54510

Ton Puts B.V.
Beurtvaartweg 15
6541 BV Nijmegen
tel (0)80 773023
fax (0)80 777053

Schöller Nederland
P.O. Box 168
7390 AD Twello
tel (0)5712 79400
fax (0)5712 71057

IJsfabriek Van Scheijndel B.V.

Handelstraat 29
6851 EH Huissen
tel (0)85 259039
fax (0)85 256064

IJsfabriek De Simone B.V.
Havenlaan 5
5433 NK Katwijk bij Cuyk
tel (0)8850 14123

IJspaleis Utrecht B.V.
Vlotburgweg 19
1332 AG Almere
tel (0)3240 20514
fax (0)3240 23388

Holiday IJs B.V.
Slotweg 17
8521 MA Sint Nicolaasga
tel (0)5134 1330
fax (0)5134 2131

IJspaleis Sprundel B.V.
Rucphensebaan 48
4714 RE Sprundel
tel (0)1653 3355
fax (0)1653 3400

Distributors of Medical Disposables

Mecomfa Verkoopmij B.V.
P.O. Box 181
2160 AD Lisse
tel (0)2522 16350
fax (0)2522 31244

Becton Dickinson B.V.
P.O. Box 514
4870 AM Etten-Leur
tel (0)1608 37720
fax (0)1608 14133

Beiersdorf N.V.
P.O. Box 50049
1305 AA Almere
tel (0)3240 20360
fax (0)3240 22101

Manufacturer of a wide range of patient-care articles; not known to import but perhaps worth a try

De Econoom Disposables B.V.
P.O. Box 1555
3260 BB Oud-Beijerland
tel (0)1860 16833

fax (0)1860 16893

Emdamed B.V.
P.O. Box 48
* 2250 AA Voorschoten
tel (0)1717 7510
fax (0)1717 9843

Kemper Medical B.V.
P.O. Box 48
* 5400 AA Uden
tel (0)4132 64220
fax (0)4132 52088

King Cup Nederland B.V.
P.O. Box 3003
3502 GA Utrecht
tel (0)30 81411
fax (0)30 884640

Omnilabo Nederland B.V.
Takkebijsters 62
* 4817 BL Breda
tel (0)76 879379
fax (0)76 876236

Schinkel Instrumenten B.v.
Industrieweg 14
* 3433 NL Nieuwegein
tel (0)3402 60330
fax (0)3402 62047

Distributors other than Medical

Tabeka B.V.
P.O. Box 48
* 3770 AA Barneveld
tel (0)3420 12143
fax (0)3420 93441

believed to import from Canada

* = COMPANIES APPROACHED.

90-08-31 15:41 DOMCKN IHL HHOUE 31 10 3

SOME IMPORTERS/DISTRIBUTORS OF DENTAL SUPPLIES AND DENTAL EQUIPMENT IN THE NETHERLANDS

Enraf-Nonius Delft B.V.
P.O. Box 483
2600 AL DELFT
Tel: (015)698500
Fax: (015)619574
Contact: H.R. Wafelman, president
Note: manufacturer and importer/distributor of a wide range of equipment, mainly for physiotherapy, but including other medical and dental equipment.

Portanje Medische Elektronika B.V.
P.O. Box 10
3980 CA BUNNIK
Tel: (03405)63233
Fax: (03405)61564
Contact: B.K. Portanje, president
Note: importer/distributor of a range of electronic medical and dental equipment

Wigro Medische en Chirurgische Instrumentenhandel B.V.
P.O. Box 2020
3430 CC NIEUWEGEIN
Tel: (03402)66644
Fax: (03402)66956
Contact: W.J. Groot, president
Note: importer/distributor of medical and surgical instruments (range includes some dental instruments)

Mecomfa Verkoopmij. B.V.
P.O. Box 181
2160 AD LISSE
Tel: (02522)16350
Fax: (02522)31244
Contact: D.E. Schcele, general manager
Note: importer/distributor of wide range of medical supplies and products, mainly disposables but range includes some electronic medical and dental equipment

J. Van Straten Instrumenten C.V.
P.O. Box 440
3430 AK NIEUWEGEIN
Tel: (03402)48174
Fax: (03402)37216
Contact: president or general manager
Note: importer/distributor of various medical (and some dental) instrumentation, including operating room equipment

Dentimex B.V.
P.O. Box 10
3700 AA ZEIST
Tel: (03404)57900
Fax: (03404)55188
Contact: K. Dijk, General Manager
Note: importer/distributor of dental equipment, including drills

Medicopharma Dental B.V.
P.O. Box 750
2920 CB KRIMPEN a/d IJSSEL
Tel: (01807)17733
Fax: (01807)17948
Contact: D.A. Tholen, Purchasing Manager
Note: importer/distributor of various dental equipment and supplies

Schouten Groep B.V.
P.O. Box 5555
3270 AB MIJNSHEERENLAND
Tel: (01862)3600
Fax: (01862)4124
Contact: J. van de Erve, General Manager
Note: importer/distributor of a wide range of industrial, pharmaceutical, dental and building-related supplies, materials and products. Schouten Dental handles mainly dental supplies rather than (electronic) equipment

Dental Union B.V.
P.O. Box 2180
3430 CX NIEUWEGEIN
Tel: (030)888888
Fax: (030)885002
Contact: A. van Putten, Purchasing Manager
Note: importer/distributor of dental products

Dentalair Products Nederland B.V.
P.O. Box 35009
3005 DA ROTTERDAM
Tel: (010)4611877
Fax: (010)4612025
Contact: J.W. Hagesteyn, General Manager
Note: importer/distributor of complete dental installations and supplies

Fa. Ducro Dental Service
P.O. Box 209
3700 AE ZEIST
Tel: (03404)22744
Fax: (03404)13714
Contact: C.H. Ducro Jr., General Manager
Note: importer/distributor of dental installations and supplies

Euro-Dental Holland B.V.
P.O. Box 232
8000 AE ZWOLLE
Tel: (038)652972
Contact: B. Bouwmeester, General Manager
Note: importer/distributor of dental products

SOME SOFTWARE COMPANIES IN THE NETHERLANDS SUPPLYING (ADMINISTRATIVE) SOFTWARE FOR USE BY DENTAL PRACTICES

Complan
Industrieweg 45
1613 KT GROOTEBROEK
Tel: (02285)11628
Contact: president or general manager

SOME IMPORTERS/DISTRIBUTORS OF MEDICAL SUPPLIES WHOSE RANGE INCLUDE FIRST AID/EMERGENCY KITS

Dik Instrumenten
P.O. Box 75
3980 CB BUNNIK
Tel: (03405)64214
Fax: (03405)63275

Elceestaal B.V.
P.O. Box 606
3300 AP DORDRECHT
Tel: (078)170888
Fax: (078)170888
Contact: Mr. R.F. Monnickendam, General Manager

Van Heek Medical B.V.
P.O. Box 1
7580 AA LOSSER
Tel: (05423)71133
Fax: (05423)85775
Contact: Drs. J.E. Haag, Director

Hoek Loos N.V.
(see list for "respiratory equipment")
Note: Hoek Loos is, by origin, a manufacturer of industrial and medical gases. They have diversified their range in recent years to include various medical supplies and equipment, including respiratory equipment for hospital and home-care applications.

Honor
P.O. Box 51
1400 AB BUSSUM
Tel: (02159)19987
Tlx: 43776

Hulstijn Medische Produkten
P.O. Box 109
5690 AC SON
Tel: (04990)73545
Fax: (04990)74395

H.E. Jansen International Trading
P.O. Box 203
2180 AE HILLEGOM
Tel: (02520)20144
Fax: (02520)15912
Contact: Mr. H.E. Jansen

Koha Medical
P.O. Box 5414
3299 ZG MAASDAM
Tel: (01856)4600
Fax: (01856)1040
Contact: Mr. J. van Bokkum, Director

77-1185 (8/85)

Inter - Office Memo
Note Interservices

Date:	September 21, 1990			
	Name and Title / Nom et titre	Department and Branch / Ministère et direction	Telephone / Téléphone	Reference / Référence
To / À:	Wilf Crawford NB Dept of Commerce and Technology			
From / De:	Patricia MacKenzie			
Comments / Commentaires:			only other copy received	
Subject / Objet:	**MARKET OPPORTUNITIES FOR WOODEN FLATWARE PRODUCTS**			

In response to your request for information on the above topic, Claudia and I have identified:

- a number of existing manufacturers;
- compiled what import/export statistics we could find;
- surveyed a number of key industry people;
- contacted the Canadian Embassies in England, France, Germany, Netherlands and the U.S.A. for information; and,
- conducted a literature search.

In summary, this is a category of product on which market information is difficult to obtain. I believe further discussion is warranted with existing manufacturers or users of these products to determine whether there is an interest in establishing a production facility in New Brunswick.

I hope the following will be of some assistance.

Please do not hesitate to contact me to discuss this further.

Respectfully,

per C. Richardson
PAT MACKENZIE

/dr

attachments